

1. VAMA Sales Figures - Total market and segment - Sản Lượng Bán Hàng

2017 - THÁNG 3/2017

| | Mar-17 | Mar-16 | Feb-17 | Difference March-17 vs March-16 | Difference March-17 vs February-17 |
|-----------------------------|---------------|---------------|---------------|---------------------------------|------------------------------------|
| Total* | 22,792 | 23,195 | 17,160 | -2% | 33% |
| 1. Passenger cars (PC) | 13,328 | 12,264 | 9,777 | 9% | 36% |
| 2. Commercial vehicles (CV) | 7,735 | 8,875 | 6,173 | -13% | 25% |
| 2.1 Trucks | 6,486 | 7,718 | 5,426 | -16% | 20% |
| 2.2 Buses | 1,249 | 1,157 | 747 | 8% | 67% |
| 3. Special-purpose vehicles | 1,729 | 2,056 | 1,210 | -16% | 43% |
| Bus chassis (khung xe buýt) | 5 | 144 | 82 | -97% | -94% |

*: not including bus chassis - chưa bao gồm chassis xe buýt

YTM 2017

| | YTM 2017 | YTM 2016 | Difference |
|-----------------------------|---------------|---------------|------------|
| Total* | 59,565 | 56,269 | 6% |
| 1. Passenger cars (PC) | 37,611 | 32,327 | 16% |
| 2. Commercial vehicles (CV) | 18,691 | 20,623 | -9% |
| 2.1 Trucks | 15,957 | 17,145 | -7% |
| 2.2 Buses | 2,734 | 3,478 | -21% |
| 3. Special-purpose vehicles | 3,263 | 3,319 | -2% |
| Bus chassis (khung xe buýt) | 183 | 414 | -56% |

2. VAMA Complete Vehicles in February 2017 vs February 2016 vs January 2017 - So sánh tháng

| | Mar-17 | | Mar-16 | | Feb-17 | | Difference March-17 vs March-16 | | Difference March-17 vs February-17 | |
|-------------------------------|---------------|-------------|---------------|-------------|---------------|-------------|---------------------------------|------------|------------------------------------|------------|
| | unit | % | unit | % | unit | % | unit | % | unit | % |
| Mekong (Fiat, Ssangyong, PMC) | 19 | 0.1% | 32 | 0.1% | 22 | 0.1% | (13) | -41% | (3) | -14% |
| GM Vietnam | 1,001 | 4.4% | 664 | 2.9% | 829 | 4.8% | 337 | 51% | 172 | 21% |
| Mitsubishi | 471 | 2.1% | 550 | 2.4% | 380 | 2.2% | (79) | -14% | 91 | 24% |
| Mercedes-Benz Vietnam | 614 | 2.7% | 390 | 1.7% | 400 | 2.3% | 224 | 57% | 214 | 54% |
| Visuco (Suzuki) | 197 | 0.9% | 706 | 3.0% | 287 | 1.7% | (509) | -72% | (90) | -31% |
| Toyota | 4,679 | 20.5% | 4,693 | 20.2% | 3,579 | 20.9% | (14) | 0% | 1100 | 31% |
| Lexus | 83 | 0.4% | 138 | 0.6% | 48 | 0.3% | (55) | -40% | 35 | 73% |
| Isuzu* | 478 | 2.1% | 526 | 2.3% | 286 | 1.7% | (48) | -9% | 192 | 67% |
| Ford | 2,501 | 11.0% | 2,392 | 10.3% | 1,881 | 11.0% | 109 | 5% | 620 | 33% |
| Hino* | 192 | 0.8% | 479 | 2.1% | 155 | 0.9% | (287) | -60% | 37 | 24% |
| SAMCO | 97 | 0.4% | 125 | 0.5% | 62 | 0.4% | (28) | -22% | 35 | 56% |
| Thaco Kia | 2,228 | 9.8% | 2,305 | 9.9% | 1,763 | 10.3% | (77) | -3% | 465 | 26% |
| Thaco Bus | 293 | 1.3% | 207 | 0.9% | 119 | 0.7% | 86 | 42% | 174 | 146% |
| Thaco Truck | 4,724 | 20.7% | 5,139 | 22.2% | 4,000 | 23.3% | (415) | -8% | 724 | 18% |
| Vinamazda | 2,202 | 9.7% | 2,665 | 11.5% | 1,816 | 10.6% | (463) | -17% | 386 | 21% |
| Peugeot | 21 | 0.1% | 50 | 0.2% | 26 | 0.2% | (29) | -58% | (5) | -19% |
| Total Thaco | 9,468 | 41.5% | 10,366 | 44.7% | 7,724 | 45.0% | (898) | -9% | 1744 | 23% |
| Honda | 1,056 | 4.6% | 785 | 3.4% | 547 | 3.2% | 271 | 35% | 509 | 93% |
| Vinamotor* | 490 | 2.1% | 269 | 1.2% | 333 | 1.9% | 221 | 82% | 157 | 47% |
| VEAM | 308 | 1.4% | 229 | 1.0% | 85 | 0.5% | 79 | 34% | 223 | 262% |
| TCIEV | 710 | 3.1% | 176 | 0.8% | 309 | 1.8% | 534 | 303% | 401 | 130% |
| Dothanh | 422 | 1.9% | 675 | 2.9% | 232 | 1.4% | | | | |
| SANYANG | 6 | 0.0% | - | 0.0% | 1 | 0.0% | 6 | #DIV/0! | 5 | 500% |
| Total | 22,792 | 100% | 23,195 | 100% | 17,160 | 100% | (403) | -2% | 5,632 | 33% |

*: not including bus chassis - chưa bao gồm chassis xe buýt

3. VAMA YTM Complete Vehicle Sales (YTM 2017 vs YTM 2016) -So sánh cùng kỳ

| | YTM 2017 | | YTM 2016 | | Difference | |
|-------------------------------|---------------|-------------|---------------|-------------|--------------|-----------|
| | unit | % | unit | % | unit | % |
| Mekong (Fiat, Ssangyong, PMC) | 69 | 0.1% | 94 | 0.2% | (25) | -27% |
| GM Vietnam | 2,832 | 4.8% | 1,954 | 3.5% | 878 | 45% |
| Mitsubishi | 1,615 | 2.7% | 1,446 | 2.6% | 169 | 12% |
| Mercedes-Benz Vietnam | 1,547 | 2.6% | 983 | 1.7% | 564 | 57% |
| Visuco (Suzuki) | 905 | 1.5% | 1,507 | 2.7% | (602) | -40% |
| Toyota | 13,576 | 22.8% | 12,061 | 21.4% | 1515 | 13% |
| Lexus | 266 | 0.4% | 508 | 0.9% | (242) | -48% |
| Isuzu* | 958 | 1.6% | 1,170 | 2.1% | (212) | -18% |
| Ford | 6,926 | 11.6% | 6,501 | 11.6% | 425 | 7% |
| Hino* | 472 | 0.8% | 1,114 | 2.0% | (642) | -58% |
| SAMCO | 269 | 0.5% | 354 | 0.6% | (85) | -24% |
| Thaco Kia | 6,098 | 10.2% | 6,548 | 11.6% | (450) | -7% |
| Thaco Bus | 638 | 1.1% | 675 | 1.2% | (37) | -5% |
| Thaco Truck | 10,008 | 16.8% | 9,277 | 16.5% | 731 | 8% |
| Vinamazda | 6,892 | 11.6% | 6,828 | 12.1% | 64 | 1% |
| Peugeot | 67 | 0.1% | 157 | 0.3% | (90) | -57% |
| Total Thaco | 23,703 | 39.8% | 23,485 | 41.7% | 218 | 1% |
| Honda | 2,835 | 4.8% | 2,059 | 3.7% | 776 | 38% |
| Vinamotor* | 1,039 | 1.7% | 773 | 1.4% | 266 | 34% |
| VEAM | 549 | 0.9% | 569 | 1.0% | (20) | -4% |
| TCIEV | 1,275 | 2.1% | 414 | 0.7% | 861 | 208% |
| Dothanh | 722 | 1.2% | 1,276 | 2.3% | (554) | -43% |
| SANYANG | 7 | 0.0% | 1 | 0.0% | 6 | 600% |
| Total | 59,565 | 100% | 56,269 | 100% | 3,296 | 6% |

*: not including bus chassis - chưa bao gồm chassis xe buýt